

## CONTRACT

**WTKR-TV**  
**720 Boush Street**  
**Norfolk, VA 23510-1583**  
**(757)446-1000**

www.wtkr.com

And:

**Crossroads Media, LLC.**  
**66 Canal Center Plaza**  
**Suite 555**  
**Alexandria, VA 22314**

<b>Contract / Revision</b> 586615 /		<b>Alt Order #</b> 07915395
<b>Product</b> Crossroads GPS		
<b>Contract Dates</b> 10/26/12 - 10/29/12		<b>Estimate #</b> 12/11/1299
<b>Advertiser</b> Crossroads GPS		<b>Original Date / Revision</b> 10/26/12 / 10/26/12
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Station</b> WTKR	<b>Account Executive</b> Jamie Andrus	<b>Sales Office</b> Washington, D.C.
<b>Special Handling</b>		
<b>Demographic</b> Adults 35+		
<b>IDB#</b> 8433	<b>Advertiser Code</b> 12	<b>Product Code</b> 11
<b>Agency Ref</b>		<b>Advertiser Ref</b>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	3	10/28/12	10/28/12	Newschannel 3 News	630-7pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$600.00			
N 2	3	10/27/12	10/27/12	Redskins Overnight	1135-1235xm		:30			NM	1	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S-				1	\$180.00			
N 3	3	10/29/12	10/29/12	Late Fringe The Insider	137-207xm		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$115.00			
N 4	3	10/27/12	10/27/12	Early Show Saturday	9-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S-				1	\$250.00			
N 5	3	10/29/12	10/29/12	Late Late Show w/Craig Ferg	1237-139am		:30			NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$220.00			
N 6	3	10/28/12	10/28/12	1135pm-1205am	1135pm-1205am		:30			NM	1	\$515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$515.00			
N 7	3	10/27/12	10/27/12	730-8pm	730-8pm		:30			NM	1	\$340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S-				1	\$340.00			
N 8	3	10/29/12	10/29/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$1,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$1,345.00			
N 9	3	10/29/12	10/29/12	Late Night with David Letterm	1135pm-1237am		:30			NM	1	\$690.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$690.00			
N 10	3	10/29/12	10/29/12	CBS Daytime	1228-3pm		:30			NM	1	\$1,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$1,345.00			
N 11	3	10/29/12	10/29/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	1	\$1,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	M-----				1	\$1,010.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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Contract / Revision	Alt Order #
586615 /	07915395

Contract Dates	Product	Estimate #
10/26/12 - 10/29/12	Crossroads GPS	12/11/1299

Advertiser	Original Date / Revision
Crossroads GPS	10/26/12 / 10/26/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
I 12	3	10/29/12	10/29/12	Newschannel 3 News	5-530pm		:30			NM	1	\$1,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	M-----				1	\$1,345.00			
√ 13	3	10/29/12	10/29/12	Newschannel 3 News	6-630pm		:30			NM	1	\$1,850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	M-----				1	\$1,850.00			
√ 14	3	10/27/12	10/27/12	Saturday Prime	8-9pm		:30			NM	1	\$1,445.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S-				1	\$1,445.00			
√ 15	3	10/29/12	10/29/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$1,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	M-----				1	\$1,010.00			
√ 16	3	10/29/12	10/29/12	Newschannel 3 News	530-6pm		:30			NM	1	\$1,520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	M-----				1	\$1,520.00			
√ 17	3	10/27/12	10/27/12	Saturday Prime	10-11pm		:30			NM	1	\$2,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S-				1	\$2,125.00			
N 18	3	10/28/12	10/28/12	Late News (Sa-Su)	11-1135p		:30			NM	1	\$2,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S				1	\$2,050.00			
N 19	3	10/28/12	10/28/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$2,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S				1	\$2,010.00			
N 20	3	10/28/12	10/28/12	Face the Nation	1030-11am		:30			NM	1	\$2,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S				1	\$2,345.00			
N 21	3	10/29/12	10/29/12	Monday Prime	10-11pm		:30			NM	1	\$6,715.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	M-----				1	\$6,715.00			
N 22	3	10/28/12	10/28/12	NFL Football (Early)	1-5p		:30			NM	1	\$9,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S				1	\$9,750.00			
N 23	3	10/28/12	10/28/12	Sunday Prime	7-8pm		:30			NM	1	\$13,770.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S				1	\$13,770.00			
<b>Totals</b>											<b>23</b>	<b>\$52,545.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 -10/28/12	12	\$35,380.00	\$30,073.00
10/29/12 -10/29/12	11	\$17,165.00	\$14,590.25
<b>Totals</b>	<b>23</b>	<b>\$52,545.00</b>	<b>\$44,663.25</b>

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

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